

TENNESSEE GENERAL ASSEMBLY
FISCAL REVIEW COMMITTEE



FISCAL MEMORANDUM

HB 610 – SB 837

April 1, 2013

SUMMARY OF ORIGINAL BILL: Authorizes local jurisdictions, having previously approved liquor-by-the-drink sales or retail package liquor stores, to hold a referendum authorizing the sale of wine in a “retail food store.”

FISCAL IMPACT OF ORIGINAL BILL:

Increase State Revenue –

\$2,419,000/FY14-15/ABC Fund

Exceeds \$4,217,500/FY15-16/ABC Fund

Exceeds \$3,690,000/FY16-17 and Subsequent Years/ABC Fund

\$1,724,800/FY14-15/General Fund

\$7,278,200/FY15-16/General Fund

Exceeds \$7,677,700/FY16-17 and Subsequent Years/General Fund

Increase State Expenditures –

\$1,458,100/FY14-15/ABC Fund

\$2,115,300/FY15-16/ABC Fund

\$2,246,100/FY16-17/ABC Fund

\$1,912,800/FY17-18 and Subsequent Years/ABC Fund

Increase Local Revenue –

Exceeds \$2,260,300/FY14-15/Permissive

Exceeds \$5,873,600/FY15-16/Permissive

Exceeds \$6,014,800/FY16-17 and Subsequent Years/Permissive

SUMMARY OF AMENDMENTS:

(004137): Adds language to the bill that moves the effective date from January 1, 2014 to January 1, 2016. Referendums pursuant to the bill would be authorized after January 1, 2014.

(005303): Shifts the effective date of the bill from January 1, 2014 to January 1, 2016. Authorizes package liquor stores to begin selling the additional items authorized by the bill on January 1, 2014.

(004563): Adds language to the bill authorizing retail package liquor stores to sell various items associated with wine and spirits. Deletes the prohibition on one individual owning more

than one retail package liquor store. Removes the 10-day limit that wholesalers may extend credit to retailers.

(005227): Changes the price for a license to sell wine at a retail food store from \$1,100 for all stores to a price of \$1,100 for stores over 10,000 square feet, and a price of \$550 for stores equal to or less than 10,000 square feet.

(004428): Adds language to the bill authorizing a single entity to hold an alcoholic beverage wholesaler's license and a beer wholesaler's license and allows such entities to operate using the same facilities, vehicles, and employees in both operations. Eliminates the requirement that wholesaler's licenses be issued only in locations with a municipal population exceeding 100,000. Authorizes any retailer licensed to sell wine to also sell high alcohol content beer.

(005297): Adds language to the bill authorizing the sale of alcoholic beverages by retail package liquor stores on Sundays between 12:00 pm and 11:00 pm. Removes the prohibition on the sale of alcoholic beverages on Thanksgiving Day, Christmas Day, Labor Day, New Year's Day, and the Fourth of July.

(005231): Adds language to the bill prohibiting a "retail food store" licensed to sell wine, from selling or giving away wine except for times when beer is permitted to be sold or given away for off-premises consumption in the jurisdiction in which the store is located.

(004145): Adds language to the bill requiring, beginning in FY14-15, surplus proceeds collected by the Alcoholic Beverage Commission (ABC) to be deposited in the state General Fund without designation of purpose. Surplus is defined as the proceeds from license fee revenue associated with licensing for the sale of wine in retail food stores, if such proceeds exceed 20 percent of the cost to the Commission associated with the costs of regulating and investigating licensees.

FISCAL IMPACT OF BILL WITH PROPOSED AMENDMENTS:

Increase State Revenue –

Exceeds \$1,749,700/FY15-16/ABC Fund

Exceeds \$2,538,400/FY16-17/ABC Fund

Exceeds \$2,695,300/FY17-18/ABC Fund

Exceeds \$2,295,400/FY18-19 and Subsequent Years/ABC Fund

\$250,000/FY13-14/General Fund

\$500,000/FY14-15/General Fund

\$5,748,100/FY15-16/General Fund

\$9,653,100/FY16-17/General Fund

\$9,851,700/FY17-18/General Fund

Exceeds \$10,251,600/FY18-19 and Subsequent Years/General Fund

Increase State Expenditures –

\$1,458,100/FY15-16/ABC Fund

\$2,115,300/FY16-17/ABC Fund

\$2,246,100/FY17-18/ABC Fund

\$1,912,800/FY18-19 and Subsequent Years/ABC Fund

Increase Local Revenue –

Exceeds \$125,000/FY13-14/Permissive

Exceeds \$250,000/FY14-15/Permissive

Exceeds \$2,979,800/FY15-16/Permissive

Exceeds \$6,680,600/FY16-17/Permissive

Exceeds \$6,821,800/FY17-18 and Subsequent Years/Permissive

Assumptions for the bill as amended:

- Licenses will be issued by the Alcoholic Beverage Commission (ABC) only to qualified “retail food stores” in jurisdictions that have approved either liquor-by-the-drink or retail package liquor stores, and meet all other requirements.
- Referendums will be held as part of regularly scheduled elections. Any fiscal impact to local governments associated with the referendums will be not significant.
- The first referendum will be held in November 2014. However, according to the bill as amended, sales could not begin prior to January 1, 2016. As a result, the first fiscal year impacted by this bill is estimated to be FY15-16. The first full fiscal year impacted by this bill is estimated to be FY16-17.
- Seventy-five percent of local government jurisdictions that have adopted measures authorizing the sale of liquor-by-the-drink or package liquor store sales will authorize the sale of wine at retail food stores.
- The wine excise tax, state sales tax, local option sales tax, the enforcement tax on the sale of alcoholic beverages, and municipal inspection fees will be impacted by this bill.
- The bill will result in an increase in all tax revenue and fee revenue identified above; however, determining a precise estimate for such revenue increases is difficult in some instances due to a number of unknown factors, such as the extent of stores that will begin selling wine, the extent of such sales by these stores, the prices charged for wine, the impact upon sales of liquor stores that currently sell wine, and the timing for which retail food stores actually begin selling wine.
- Based upon prior research by the Fiscal Review Committee staff, conducted for a similar bill from the 2011 legislative session, wine sales for off-premise consumption will increase by 33 percent as direct result of this bill. This increase of 33 percent is assumed to take into account any impact incurred by existing liquor stores that currently sell wine. A net 33 percent increase in such sales will be utilized for calculating increased revenue to state and local governments; provided that more precise data is not available.
- Any permissive increase in local government expenditures is estimated to be not significant.

- Sales per the provisions of the amended bill would not begin until January 1, 2016. Because this is the middle of the fiscal year, it is assumed that the increases in revenue attributable to increased sales in FY15-16 would be half of a full year's sales.
- Because of the extra time afforded to new sellers of wine, it is assumed that all new stores would begin sales in FY15-16.

Assumptions related to license fee revenue and enforcement tax (ABC Fund):

- Based upon an analysis of food establishments inspected by the Department of Agriculture, there are approximately 6,527 current stores that could potentially qualify based upon the type of items sold in the stores and the store locations being in an area where liquor-by-the-drink or package liquor stores have been approved. Of the 6,527 current establishments, there are approximately 910 variety stores, 351 drug stores, 864 traditional grocery stores, and 4,402 markets.
- The following percentages of each type of current store are assumed to meet all necessary qualifying criteria: 66 percent of variety stores, 57 percent of drug stores, 83 percent of traditional grocery stores, and 36 percent of markets.
- Based upon the above percentages, the total number of current stores that will begin selling wine is estimated to be 3,103 $[(910 \times 66\%) + (351 \times 57\%) + (864 \times 83\%) + (4,402 \times 36\%)]$.
- Each current store licensee will be subject to a one-time application fee of \$400. The one-time increase in state revenue to the ABC Fund associated with the application fee for current stores is estimated to be \$1,241,200 $(3,103 \times \$400)$ in FY15-16.
- Beginning in FY16-17, there will be new stores opening that will begin selling wine. The number of new licenses issued for new businesses each year is estimated to be 62 (which represents approximately two percent annual growth); therefore, a recurring increase in state revenue to the ABC Fund is estimated to be \$24,800 $(62 \times \$400)$.
- Each current store licensee will be subject to a recurring license fee of \$1,100. The increase in state revenue to the ABC Fund attributable to these stores is estimated to be \$3,413,300 $(3,103 \times \$1,100)$ in FY15-16 and subsequent years.
- Beginning in FY16-17, there will be new stores opening that will sell wine. The number of licenses issued for new businesses each year is estimated to grow by approximately two percent a year; therefore, the total recurring increase in state revenue to the ABC Fund for FY16-17 and subsequent years is estimated to exceed \$3,481,600 $(3,103 \times \$1,100 \times 102\%)$.
- Current law authorizes a \$0.15 per case enforcement tax upon the sale of alcoholic beverages sold at wholesale in Tennessee. Revenue from this tax is deposited to the ABC Fund. FY11-12 collections attributable to wine sales were approximately \$556,305. Assuming the 33 percent growth in collections yields estimated recurring collections of \$739,886, the recurring increase in state revenue to the ABC Fund will be approximately \$183,581 $(\$739,886 - \$556,305)$ per year in FY15-16 and subsequent years. The increase in state revenue to the ABC Fund in FY16-17 and subsequent years is estimated to exceed \$183,581 (this also accounts for any subsequent growth in wine sales beyond FY15-16).
- The total increase in revenue to the ABC Fund in FY15-16 is estimated to exceed \$4,217,481 $(\$620,600 + \$3,413,300 + \$183,581)$; the total recurring increase in revenue

to the ABC Fund in FY16-17 and subsequent years is estimated to exceed \$3,689,981 (\$24,800 + \$3,481,600 + \$183,581).

Assumption related to municipal inspection fees:

- Pursuant to Tenn. Code Ann. §57-3-501, local governments are authorized to charge a permissive municipal inspection fee of a variable percentage (based on population) of the wholesale price of alcoholic beverages supplied by wholesalers. This fee is paid by licensed retailers within the municipality. Based upon a survey of local governments conducted by Fiscal Review Committee Staff, an amount estimated to exceed \$20,000,000 is collected by municipalities statewide each year. Based on information provided by the Department of Revenue (DOR), approximately one-third (or 33.3 percent) of wine excise tax revenue is derived from wine that is consumed on-premises, for which no growth will occur as a result of this bill. The remaining two-thirds (or 66.7 percent) of wine excise tax collections is derived from wine that is consumed off-premises, for which growth will occur as a result of this bill.
- The recurring increase in municipal inspection fee revenue for FY15-16 and subsequent years is reasonably estimated to exceed \$3,301,650 (\$20,000,000 x 66.7% for off-premises consumption x 75% of jurisdictions adopt x 33% growth as a result of the bill).

Assumptions related to the wine excise tax:

- According to the DOR, the wine excise tax generated collections of \$12,053,452 in FY11-12.
- Based on information provided by DOR, approximately one-third (or 33.3 percent) of wine excise tax revenue is derived from wine that is consumed on-premises, for which no growth will occur as a result of this bill. The remaining two-thirds (or 66.7 percent) of wine excise tax collections is derived from wine that is consumed off-premises, for which growth will occur as a result of this bill.
- Based upon historical wine tax collections, wine excise tax revenue is estimated to grow 5.49 percent per year in the absence of this bill.
- Thirty-three percent revenue growth as a direct result of this bill is applied to the portion of wine excise tax revenue which is attributable to wine consumed off-premises.
- Seventy five percent of jurisdictions adopt the provisions of this bill.
- There will be a half-year impact (FY15-16) due to the effective date of the bill, which is January 1, 2016.
- Pursuant to Tenn. Code Ann. § 57-3-306(b)(1), wine excise tax collections are distributed 82.5 percent to the General Fund and 17.5 percent to local governments.
- The fiscal impact relative to wine excise tax revenue is determined using numerous and complex calculations across multiple fiscal years, which are based on the previous assumptions stated. These calculations have been omitted from this fiscal note for the purpose of brevity. However, the calculations used for determining the following fiscal impact relative to wine excise tax are on file with Fiscal Review Committee staff and can be provided upon request.

- The increase in state revenue to the General Fund is estimated to be \$481,500 in FY15-16; \$2,031,900 in FY16-17; and an amount exceeding \$2,143,400 in FY17-18 and subsequent years.
- The increase in local government revenue, pursuant to Tenn. Code Ann. § 57-3-306(b)(1), is estimated to be \$102,100 in FY15-16; \$431,000 in FY16-17, and an amount exceeding \$454,700 in FY17-18 and subsequent years.

Assumptions related to state and local sales tax:

- Based on information provided by the Department of Revenue, approximately 50,206,100 bottles of wine were sold in Tennessee in FY11-12.
- One-third (or 33.3%) of these bottles (16,718,631) were sold for on-premises consumption. This number is assumed to remain constant under current law and under the provisions of this bill.
- Two-thirds (or 66.7 percent) of these bottles (33,487,469) were sold for off-premises consumption. The number of bottles that will be purchased for off-premises consumption is expected to grow by 33 percent as a result of this bill.
- Per historical growth for wine excise tax collections, the retail sale of wine is expected to grow by 5.49 percent per year under current law.
- Seventy five percent of jurisdictions adopt the provisions of this bill.
- There will be a half-year impact (FY15-16) due to the effective date of the bill, which is January 1, 2016.
- The average price for a bottle of wine is estimated to be \$7.98 under current law.
- Due to increased competition, expected as a result of this bill, the average price of a bottle of wine is estimated to decrease to approximately \$7.58 per bottle (approximately a five percent price decrease).
- The current state sales tax rate is 7.0 percent; the average local option sales tax rate is estimated to be 2.5 percent.
- Pursuant to Tenn. Code Ann. § 67-6-103(a)(3)(A), local governments receive 4.603 percent of state sales tax revenue as state-shared sales tax revenue.
- Pursuant to Tenn. Code Ann. § 67-6-103(q), no portion of revenue derived from the 0.5 percent sales tax rate increase, from 5.5 percent to 6.0 percent (effective April 1, 1992), or the 1.0 percent sales tax rate increase, from 6.0 percent to 7.0 percent (effective July 15, 2002), shall be distributed to local government.
- The effective rate of apportionment to local government pursuant to the state-shared allocation is estimated to be 3.617 percent $[(5.5\% / 7.0\%) \times 4.603\%]$.
- The fiscal impact relative to state and local sales tax revenue is determined using numerous and complex calculations across multiple fiscal years, which are based on the previous assumptions stated. These calculations have been omitted from this fiscal note for the purpose of brevity. However, the calculations used for determining the following fiscal impact relative to sales tax revenue are on file with Fiscal Review Committee staff and can be provided upon request.
- The net increase in state sales tax revenue for FY15-16 is estimated to be \$1,243,300; for FY15-16 is estimated to be \$5,246,300; and for FY17-18 and subsequent years is estimated to exceed \$5,534,300.

- The total increase in local government sales tax revenue for FY15-16 is estimated to be \$507,400; for FY16-17 is estimated to be \$2,140,900; and for FY17-18 and subsequent years is estimated to exceed \$2,258,400.

Assumptions related to required positions for ABC:

- ABC will require a total of 35 new positions, including 26 agents for regulating and investigating the new licensees, five secretaries, one administrative assistant to perform administrative functions necessary for the issuance of new licenses, one additional human resources staff person, and two training specialists.
- These positions will be phased-in over a three-year period as follows: 10 agents, four secretaries, one human resource position, one administrative assistant, and one training specialist (a total of 17 positions) in FY15-16; an additional 10 agents, one additional secretary, and one additional training specialist (a total of 12 positions) in FY16-17; and six additional agents in FY17-18.
- The recurring increase in state expenditures from the ABC Fund for each new agent position is estimated to be \$60,455 (\$32,412 salary, \$11,985 benefits, \$16,058 other). One-time state expenditures from the ABC Fund for each new agent position are estimated to be \$55,560, which includes costs for mental and physical examinations, equipment, training, computer and related accessories, and vehicle costs.
- The recurring increase in state expenditures from the ABC Fund for each new secretary position is estimated to be \$34,190 (\$21,460 salary, \$9,210 benefits, \$3,520 other). One-time state expenditures from the ABC Fund for each new secretary position are estimated to be \$5,125, which includes costs for supplies, equipment, training, and computer related costs.
- The recurring increase in state expenditures from the ABC Fund for the new human resources position is estimated to be \$42,200 (\$29,900 salary, \$10,500 benefits, \$1,800 other). One-time state expenditures from the ABC Fund for this position are estimated to be \$5,500 which includes costs for computer, software, supplies, etc.
- The recurring increase in state expenditures from the ABC Fund for the administrative assistant position is estimated to be \$38,200 (\$26,400 salary, \$10,000 benefits, \$1,800 other). One-time state expenditures from the ABC Fund for this position are estimated to be \$5,500, which includes costs for computer, software, supplies, etc.
- The recurring increase in state expenditures from the ABC Fund for each new training specialist position is estimated to be \$44,800 (\$28,650 salary, \$10,300 benefits, \$5,850 other). One-time expenditures for each of these positions are estimated to be \$4,500, which includes computer related costs and supplies.
- The total recurring increase in state expenditures from the ABC Fund for the 17 positions added in FY15-16 is estimated to be \$866,510 [(10 agents x \$60,455) + (4 secretaries x \$34,190) + \$42,200 + \$38,200 + \$44,800]. The total one-time increase in state expenditures from the ABC Fund for the 17 positions added in FY15-16 is estimated to be \$591,600 [(10 agents x \$55,560) + (4 secretaries x \$5,125) + \$5,500 + \$5,500 + \$4,500]. The total increase in state expenditures from the ABC Fund for FY15-16 is estimated to be \$1,458,110 (\$866,510 + \$591,600).
- The total recurring increase in state expenditures from the ABC Fund for 29 total positions (17 from FY15-16 + 12 for FY16-17) added by FY16-17 is estimated to be

\$1,550,050 [(20 agents x \$60,455) + (5 secretaries x \$34,190) + \$42,200 + \$38,200 + (2 training specialists x \$44,800)]. The total one-time increase in state expenditures from the ABC Fund for adding the 12 new positions in FY16-17 is estimated to be \$565,225 [(10 agents x \$55,560) + \$5,125 + \$4,500]. The total increase in state expenditures from the ABC Fund for FY16-17 is estimated to be \$2,115,275 (\$1,550,050 + 565,225).

- The total recurring increase in state expenditures from the ABC Fund for 35 total positions (17 from FY15-16 + 12 from FY16-17 + 6 for FY17-18) added by FY17-18 is estimated to be \$1,912,780 [(26 agents x \$60,455) + (5 secretaries x \$34,190) + \$42,200 + \$38,200 + (2 training specialists x \$44,800)]. The total one-time increase in state expenditures from the ABC Fund for adding the 6 new positions in FY17-18 is estimated to be \$333,360 (6 agents x \$55,560). The total increase in state expenditures from the ABC Fund for FY17-18 is estimated to be \$2,246,140 (\$1,912,780 + \$333,360).
- The recurring increase in state expenditures from the ABC Fund beginning in FY18-19 is estimated to be \$1,912,780.

Assumption related to amendment 004137:

- This amendment shifts the effective date of the bill from January 1, 2014, to January 1, 2016. However, amendment 005303 was adopted subsequent to amendment 004137, which also shifts the effective date of the bill from January 1, 2014, to January 1, 2016. Because amendment 005303 was adopted after amendment 004137, it is assumed that the effective date provisions of amendment 005303 will prevail.

Assumption related to amendment 005303:

- This amendment shifts the effective date of the bill from January 1, 2014, to January 1, 2016, and authorizes package liquor stores to begin selling the additional items authorized by the bill on January 1, 2014. Except for the sales of non-liquor items by liquor stores, shifting the effective date to January 1, 2016 will result in all revenue and expenditures impacts beginning in FY15-16 rather than FY13-14. The bill as amended authorizes the sale of certain non-liquor items by liquor stores and because the sale of these items will be authorized to begin on January 1, 2014, there will be a one-time increase in state revenue to the General Fund of \$250,000 for FY13-14. This will also result in a permissive one-time increase in local government revenue of \$125,000 in FY13-14.

Assumptions related to amendment 004563:

- This amendment authorizes the sale of certain liquor and wine related items on the premises of retail liquor stores. Due to a number of unknown factors such as how many liquor stores choose to sell additional items, the price of the items they choose and the time it takes for store owners to determine the most profitable mix of items for their location, it is not possible to precisely determine the impact related to this amendment. However, it can be reasonably assumed that the increase in state sales tax revenue from such sales will exceed \$250,000 in FY13-14, and \$500,000 in FY14-15 and each year

thereafter. The increase in local government revenue from such sales will exceed \$125,000 in FY13-14 and \$250,000 in FY14-15 and each year thereafter.

- The amendment also removes the prohibition on individual ownership of multiple retail stores. It is assumed that because individuals that currently own liquor stores are likely to open and operate successful stores that this will lead to additional fee and tax revenue to the state and local governments. Due to the extent of unknown factors, it is not possible to precisely determine the increase in revenue to state and local governments. However, the additional recurring increase in state revenue is reasonably estimated to exceed \$50,000 and the additional recurring increase in local revenue is reasonably estimated to exceed \$25,000.

Assumptions related to amendment 005227:

- It was assumed, for the original bill, that there were 4,402 markets in the state that could potentially qualify for a “wine at retail food store” license. Of those, it was further assumed that 1,585 stores (or 36 percent) would actually obtain the license.
- For this amendment it is assumed that these 1,585 markets are the entities that will qualify for a license at the reduced price of \$550.
- The fiscal note assumes that the new stores obtain their licenses in FY15-16. The reduction in state revenue to the ABC Fund in FY15-16 is estimated to be \$871,750 (\$550 price reduction x 1,585).
- The fiscal note assumed that 62 entities apply each year. Of the original number of stores that were estimated to be licensed, 51 percent were classified as markets. Therefore, it is assumed that 51 percent of the new 62 entities each year will also be markets. This is equivalent to 32 stores (62 x 51%). The recurring decrease in state revenue to the ABC Fund from these entities is estimated to be \$17,600 (\$550 x 32), beginning in FY16-17.
- The total recurring decrease in revenue to the ABC Fund associated with the reduction in price for these licenses is \$871,750 in FY15-16 and \$889,350 (\$871,750 + \$17,600) in FY16-17. In subsequent years, the decrease associated with the reduced license price is estimated to exceed \$889,350.

Assumptions related to amendment 004428:

- Elimination of the current law requirement that wholesalers be located in cities with a population exceeding 100,000 is estimated to result in two additional wholesaler licenses to be issued each year.
- The one-time application fee for new wholesalers is \$300.
- The annual fee for a wholesaler license is \$3,000.
- The increase in state revenue to the ABC Fund for FY15-16 as a result of these licenses is estimated to be \$6,600 [(\$300 + \$3,000) x 2].
- The increase in state revenue to the ABC Fund for FY16-17 is estimated to be \$12,600 (\$6,000 from FY15-16 renewals + \$6,600 from new applicants in FY16-17).
- Given exponential growth, the recurring increase in state revenue to the ABC Fund for FY17-18 and subsequent years is estimated to exceed \$18,600 (\$6,000 from FY15-16 renewals + \$6,000 from FY16-17 renewals + \$6,600 from new applicants in FY17-18).

- Authorizing the same entity to hold licenses as both a beer and alcoholic beverage wholesaler along with allowing such entities to operate consolidated operations is not estimated to have a significant impact on state or local governments.
- Authorizing establishments with a “wine at retail food store” license to sell high alcohol content beer is estimated to increase state sales tax revenue in an amount exceeding \$500,000 each year. Local government sales tax revenue is estimated to increase in an amount exceeding \$175,000 each year. Due to the effective date of the bill as amended, these amounts are estimated to be \$250,000 to the state and \$87,500 to local governments in FY15-16.

Assumptions related to amendment 005297:

- Authorizing the sale of alcoholic beverages on Sundays and on certain prohibited holidays will increase state and local government sales tax collections.
- The recurring increase in state revenue to the General Fund is reasonably estimated to exceed \$1,000,000.
- The recurring increase in local government revenue is reasonably estimated to exceed \$357,000.

Assumption related to amendment 005231:

- Prohibiting retail food stores, that are authorized to sell wine for off-premises consumption, from selling wine except for the times that beer is authorized to be sold for off-premises consumption, will not change the fiscal impact estimated for the original bill.

Assumptions related to amendment 004145:

- Based on the provisions of the amendment ABC would shift \$2,223,300 to the General Fund in FY15-16. Therefore, the increase in state revenue to the General Fund in FY15-16 would be \$5,748,080. The increase in state revenue to the ABC in FY15-16 would be \$1,749,720.
- ABC would shift \$274,940 to the General Fund in FY16-17. The increase in state revenue to the General Fund in FY16-17 would be \$9,653,100. The increase in state revenue to the ABC in FY16-17 would be \$2,538,360.
- ABC would shift \$123,980 to the General Fund in FY17-18. The increase in state revenue to the General Fund in FY17-18 would be \$9,851,680. The increase in state revenue to the ABC in FY17-18 would be \$2,695,300.
- ABC would shift \$523,940 to the General Fund in FY18-19 and subsequent years. The increase in state revenue to the General Fund in FY18-19 and subsequent years would be \$10,251,640. The increase in state revenue to the ABC in FY18-19 and subsequent years would be \$2,295,360.

CERTIFICATION:

The information contained herein is true and correct to the best of my knowledge.

A handwritten signature in black ink, appearing to read "Lucian D. Geise". The signature is fluid and cursive, with the first name "Lucian" written in a larger, more prominent script than the last name "Geise".

Lucian D. Geise, Executive Director

/cce